Wolters Kluwer nv August 13, 2002 02 AUG 27 AM 8: 36

## Wolters Kluwer reports first half-year 2002 results

- Revenues EUR 1,917 million, +6%.
- Operating income (EBITA) +1% at EUR 347 million.
- Ordinary net income before amortization of intangible fixed assets at EUR 1 (+11% at constant currencies).
- Organic growth of the total company +2%, at the same level as last year. Or continuing activities +3%.
- Net income -50% but about equal to last year if adjusted for book profits froi divestments.
- Electronic revenues (incl. Internet) improved by 29% at EUR 607 million. Inteven by 50% to EUR 263 million.
- Electronic products now represent 32% of total revenues versus 67% print r (HY1-2001: electronic 26% versus print 72%).
- Favorable development of financing costs: EUR 74 million (HY1-2001: EUR tax charge: 29% (HY1-2001: 32%).
- Acquisition program (18 companies acquired, nearly all workflow software/s tools related) further strengthened the transition process.
- Outlook 2002 reiterated: ordinary net income before amortization of intangib higher (at constant currencies).

Benchmark figures

EUR million	HY1-2002	HY1
Revenues	1,917	
EBITDA	408	
EBITA	347	
EBITA margin %	18%	
Ordinary net income before amortization of		
intangible fixed assets	194	
Net income	32	
Ordinary EPS before amortization of intangible fixed		
assets 'fully diluted'	€ 0.66	€
Ordinary free cash flow	42	
Ordinary free cash flow per share 'fully diluted'	€ 0.15	€
Average number of FTEs	20,132	1:

PROCESSED

AUG 3 0 2002

PTHOMSON
FINANCIAL

Rob Pieterse, Chairman of the Executive Board of Wolters Kluwer, about HY1-:

'Wolters Kluwer's first half-year results were above our expectations. During this announced that the growth of our results would be back-end loaded. However, s companies were able to bring new (Internet) products to the market sooner than educational cluster saw its revenues shift partly to the first half-year. We anticipate effects in the second half-year.

Wolters Kluwer is transforming into an all-round publisher providing content, soft Electronic revenues improved by 29% to EUR 607 million and now represent 32 so we are well on track to deliver the full year intended level of some EUR 1.2 bi EUR 600 million Internet related. CD-ROM products also showed a further incre. European markets.

BEST AVIALLAGILE COPY.



Our acquisition program again helped us to accelerate our transition towards the essential knowledge provider for our customers. We also see other encouraging signals within the company, such as increasing new product launches and corresponding higher new revenues, which support our growth over the control of the substitute position of the control of the

In demanding economic circumstances, we again were able to deliver higher revenues, higher operating income (EBITA) and a higher ordinary net profit before amortization of intangibles; our most important benchmark: The first of the surface of the surface

We reiterate our outlook for the full year 2002 of 7-9% higher ordinary net income before amortization of intangibles at constant currencies, and a constant currencies are a constant currencies. . මුකුන කතර වෙන ද ද දර්ව වන සංකරය මෙනි වන්න වෙනි ජාත්ර මෙන

LTB Europe made substantial progress in its objective to expand leading positions in its core markets with a series of acquisitions, as well as further refocusing its existing operations and resources during the first six months. LTB North America and Health were growth accelerators in the areas of additional Internet projects and product development. Education had again a very solid first half-year performance, based mainly on improved product development rensuring early availability of products. The residual is a significant of passing the result is not be a substitute of the result o

Some facets of our divesting program of non-core activities are entering the final phase. The negotiations on the sale of our Dutch trade publisher ten Hagen & Stam and our Dutch training company ISBW are well underway and we hope to come to a closing in the next half year. We are about to enter into negotiations with interested parties about the sale of our Dutch-language healthcare publisher Bohn Stafleu van Loghum. Also, we recently received the first bids for Kluwer Academic Publishers.' Strandard Stra 

Although there are encouraging signals within the company, such as early product launches and corresponding higher revenues, the uncertain economic environment, combined with our ongoing investments, leads us to expect our benchmark profit, ordinary net income before amortization of intangibles, to grow by 7-9% (measured at constant currencies) as previously าร นั้น การบุ้น การบุ้น โดย และ โดย การที่ การเกล้า สามารถ สามารถ สามารถ สมารถ สินาธิการณ์ สามารถ เกาะสามารถ สินาธิการณ์ สินาธิการณ์ สินาธิการณ์ เกาะสินาธิการณ์ สินาธิการณ์ สินาธิการณ์ สินาธิการณ์ สินาธ indicated.

# ighlights first half-year 2002 তিন্তু সংগ্ৰহণ আৰু স্থান স্থান জন্ম বিভাগ সংগ্ৰাহণ কৰে বিভাগ সংগ্ৰহণ সংগ্ৰহণ সংগ্ৰহণ সংগ্ৰহণ স্থান স্থানিক স্থান Highlights first half-year 2002

Revenues in the first half-year 2002 increased by 6% to EUR 1.917 million (+5% in constant currencies). Operating income before amortization of intangible fixed assets (EBITA) increased by 1% (flat in constant currencies) from EUR 344 million to EUR 347 million; despite the continued dedication to new product development. The EBITA margin, which fell from 19.0% in HY1-2001 to 18.1% in HY1-2002, should be higher again on a full-year basis, as is typically the case, and will end around 21%. If the most the first state of the firs

Ordinary net income before amortization of intangible fixed assets, our benchmark, increased 12% (at constant currencies 11%) to EUR 194 million (HY1-2001: EUR 173 million). Due to the expected dilution resulting from stock dividend, stock options and the convertible issued in the stock options are stock options. November last year, ordinary earnings per share (on a weighted average 'fully diluted' basis) improved by 7% from EUR 0.62 to EUR 0.66.

Organic revenue growth of the total company grew 2%, in line with last year. The continuing activities performed better, reporting an organic growth rate of 3%. The non-core/to be divested activities, which have a strong advertisement exposure, showed a marked deterioration (-6%).

Electronic revenues (incl. Internet, CD-ROM, other online) grew by 29% to EUR 607 million. The best performance was realized by LTB North America, especially at CCH Legal Information Services (CCH LIS) with workflow tools for on demand search and filing customers. The strong advance for Health came almost entirely from Ovid Technologies and its add-on acquisition Silver Platter (a global provider of medical and scientific databases). Electronic revenues now represent 32% of total revenues.



1. 1. 14. 1. 14. 1

1.55

made views, interpretation of the process of the process of the control of the co

Internet revenues.improved by 50% to EUR 263-million. The additional (Internet) product development program is paying off. The three-year program (2000-2002) calling for investments in additional (Internet) product development of EUR 250 million is beginning to yield materially to revenues. (HY1-2002: EUR 37 million; HY1-2001: EUR 3 million).

The second of the second

A REST BOOK MILENOS DE CONTRE LA PERSONA DE LA PROPERTICION DE LA PROPERTICION DE LA PERSONA DEL PERSONA DE LA PERSONA DE LA PERSONA DEL PERSONA DE LA PERSONA DEL PERSONA DE LA PERSONA DEL PERSONA DE LA PERSONA DEL PERSONA DE LA PERSONA DE LA PERSONA DEL PERSONA DE LA PERSONA DE LA

Financing charges and tax charge. Financing charges developed favorably, falling by 16%, despite continued spending on strategic growth acquisitions. This was made possible by the decrease in interest rates from just above 6% in HY1-2001 to below 5% in HY1-2002, including the effects of the convertible bond issued in November 2001. The net debt position remained unchanged compared to end-June 2001, at EUR 3 billion, up only slightly compared with the end-December 2001 level (EUR 2.8 billion). The company's good financial position is reflected in its credit ratings, which have remained unchanged at A-, stable outlook for S&P and A3; stable outlook for Moody's. The effective tax charge fell noticeably in the first half to 28.6% (HY1-2001: 32.3%), as indicated earlier in the year.

The cash flow from operating activities decreased by 8%, largely due to a higher working capital absorption (especially trade debtors) and a phasing in financing costs. The ordinary free cash flow of EUR 42 million was slightly below last years' EUR 47 million.

Acquisition program continued. In the first half-year Wolters Kluwer acquired 18 companies, nearly all workflow software/smart information tools related, with total annualized revenues of approximately EUR 105 million (2003 E). The most important acquisitions were:

- Medi-Span (Health, U.S.: electronic drug data and clinical information for U.S. pharmacies, hospitals, health insurers, physicians, and system vendors):
- ABG Professional Information (LTB Europe, U.K.: the commercial publishing arm of the Institute of Chartered Accountants in England and Wales, Europe's largest accountancy institute);
- Uniform Information Services (LTB North America, U.S.: compliance related services for the property and casualty insurance industry) to the second and a second and the s
- Intercounty Clearance Corp. (LTB North America, U.S., UCC and corporate document services to law firms, tlenders and financial institutions) and the law firms at least the law firms.
- Artel Settware House (LTB Europe, Italy: tax workflow tools for fiscal and financial consultants and accounting software for small and medium-sized companies):
- Val Informatique (LTB Europe, France: workflow software provider in the health, safety and environment market);
- Ciceron (LTB Europe, France: workflow software for small, medium and large law firms and inhouse legal counsels).

Continuing activities improve performance. Wolters Kluwer is well on track in its transformation to an all-round publisher, providing content, software and services. Clear portfolio management and thus the assignment of non-core/to be divested business – to be managed for cash or to be divested – is part of this process. Improved performance of the core activities underlines that our strategic choice to refocus is the right one. In the first six months, the performance of the core businesses improved more than the performance of total business:

The control of the second of the second of the second on t										
EUR million said was set										
ear and this this there	HY1-2002	HY1-2001	HY1-2002	HY1-2001						
Total	1,917	ିଟ ି ମ୍ୟ 808 ମ	Co 347	344						
Non-core/to be divested	170	208	27	33						
Continuing activities	1,747	nc (1865504,600	320	311						
. स्वरम्भ के सर्व <b>ट</b> ॉन में हार्च हो	J. 18 18 18 18	10 May 1 18 1 1	* * * * * * * * * * * * * * * * * * * *	. 7.						
Growth	្រ ស្រាស់គ្រង់ទាំ	对好事 一部 Je 2000年代								
Total	+6%		+1%	· · · · · · · · · · · · · · · · · · ·						
Continuing activities	<b>∔9%</b>	ta ja ja ja ja ja ja ja	+3%	et i se f						

The model of the control of the second of the second of the second of the control o

Breakdown of Growth HY1-2002

In %	Revenues	Revenues	Eus C'EBITA:	EBITA
	HY1-2002	HY1-2001	HY1-2002	HY1-2001
Organic				
- Continuing activities	3.	2	-4	-14
- Non-core/to be divested	<u>-6</u>	<u>2</u>	<u>-17</u>	<u>18</u>
Total	2	2	-6	-12
Acquisitions	. 5	5	6	5
Divestments	-2	-2	0,	-1
At constant currencies	5	5	0.	-8
Currency	1	2	12 13 1 1 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1	3
Total	6	7	1	-5

Revenues by media

EUR million	HY1-2002	Share in %	HY1-2001	Share in %
Internet	263	14	175	. 10
Other online	20	1	24	1
CD-ROM	324	17	271	. 15
Total Electronic Revenues	607	32	470	26
Print	1,299	67	1,300	.,
Training	, , , , , , , 11 a	<b>.1</b>	. 38	
Total	1,917	100.	1,808	100

**Non-core business.** Stemming from a continued monitoring of our portfolio, a number of operations are marked as non-core business. These activities will be managed for cash or will be divested. Those who are prepared for divestment are excluded from the cluster organizations.

Non-core/to be divested business

TVOIT COTO, TO DO GIVE	Sicu Dusi			
EUR million .		HY1-2002	HY1-2001	n men no no Change
Sales	- A &	. 5 5 6 6 9 3 3 5 1 1 <b>1 7 0</b>	208	k, with not say, the cut 18
EBITA		27	33.	ារបានឃុំមេខ ១០១ ម <b>-19</b>
EBITA margin %		16	16	
FTEs (average):		1,708	1,977	តែ ព្រះមេទី ដំនុង។ ថា ្ម <b>ៈ14</b>

Total revenues of the non-core/to be divested business, which has a strong advertisement exposure, declined by EUR 38 million and reached a level of EUR 170 million (-18%). We do not expect a speedy recovery in the second half-year.

### Performance of the clusters in HY1-2002

Legal, Tax & Business Europe - Transformation well underway

EUR million	HY1-	HY1-	%	Organic	Acquisitions	Divestments	Currencies
	2002	2001	change	growth			
Revenues 1)	607	584	4	0	4	0	_PP/10
Of which							
electronic						i i	1. S. S. S.
products	171	131	30			1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
EBITDA	133	135	-1:	. At.	at the second		# _
EBITA 2)	112	116	-4	-8	4	0	0
EBITA			100		Table 1 To 1 To 1 To 1		* ~*
margin %	18	20		-	1.78	Table 1	
CAPEX	26	24	30 Tag 2 1	187	And the same of	Company and the	1 ± 15.
FTEs				in nask fit	Company of the many	Marchard and	
(average)	7,606	7,227			Professional Section	at the second process	*:

- 1) Revenues including non-core/to be divested HY1-2001: 658 million
- 2) EBITA including non-core/to be divested HY1-2001: 119 million



LTB Europe made substantial progress in its objective to expand leading positions in its core markets with a series of successful software and services acquisitions, as well as further refocusing its existing operations and resources. The strategic direction towards customers in the clusters' six core markets – legal; fiscal/financial; human resources; public & governmental administration; health, safety & environment (HSE); transport – with software and services in combination with highly valuable content is clearly set.

The European (core) activities were able to reach total revenues of EUR 607 million (+4%). Economic circumstances influenced especially advertisement and training activities. Operating income (EBITA) was somewhat disappointing, mainly because of lagging performance of traditional print publications in Belgium and to a lesser extent in the United Kingdom.

After an initial decrease of organic growth since September 2001, organic growth in Europe once again is improving each month, although not sufficient. It arrived at a level of 0% in the first half-year (HY1-2001: 2%), with double-digit contributions from Italy and Central Europe, and inspiring performances from Teleroute.com (+6% versus last year) and Germany. The trend towards electronic products continues. Compared to last year, new electronic product revenues are up substantially (now around 28% of revenues, HY1-2001: 22%), mainly Internet products and CD-ROMs.

Revenues in the Netherlands remained the same as last year due to unsatisfactory results of JobNews, advertisement and training activities. The restructuring of Kluwer is going according to plan. Back-office services have been centralized and are expected to result in optimum cost savings and synergies.

The streamlining of the Belgian activities is also well on track. New products will be launched in HY2-2002 and personnel reductions are largely completed.

Croner Consulting (U.K.), a good example of Wolters Kluwer's entrance in the advisory and consultancy markets, showed a good performance with an 8% increase in revenue growth. Croner has established a new consulting organization to integrate the Croner publishing content and, therefore, to attract more highly profitable consulting deals.

Legal, Tax & Business North America - Solid growth in electronic revenues

EUR million	∍∴HY1-2002	SHY1-2001	2	Organic	Acquisitions	Currencies
r partier s	2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1 to 1	change	growth	<u> </u>	·
Revenues 1)	616	572	8	3	4	1
Of which electronic				·		
products	294	246	20			
EBITDA	179	164	9.	13.3 - 136.4	5.5 to #3.70 to 1000	
EBITA 2)	157	147	7	4		0
EBITA PLANTE	mage 11. 1 5.15	Marky Trans.	48 A .	. 3		
margin %		26	9.7 5.0	2.70 m	\$	
CAPEX	21	20	1.			
FTEs			·	:		
(average)	6,390	6,151				

- 1) Revenues including non-core/to be divested HY1-2001: 584 million
- 2) EBITA including non-core/to be divested HY1-2001: 147 million 📑

LTB North America's strategic focus on legal and transaction compliance for banking, insurance and securities, along with the tax and legal services markets, is achieving improved results. With strong development in electronic revenues (now 48% of total cluster revenues) and new strategic acquisitions completed during the first half-year of 2002, LTB North America is extending its leadership in content to software tools and solutions.

and the first public services in the con-

Najna aya kasa na Hilaba ƙ

The cluster's organic EBITA growth showed a major turnaround, swinging from -11% last year to a +4% in the first half-year. Despite demanding economic circumstances, total cluster revenues improved by 8% to EUR 616 million. Operating income (EBITA) improved by 7% and reached a level of EUR 157 million.

Bankers Systems Inc. (BSI) proved again its growth potential by achieving an organic growth of 10%. CCH Tax Compliance and Aspen Publishers also contributed considerably to the cluster's organic revenue growth (3%). While CCH US Publishing and CCH LIS were impacted by economic slowdown in the United States, their growth in Internet revenues was significant. Also of note, Aspen's Loislaw, a leading Internet provider of legal research, revenues grew 40% over last year.

Wolters Kluwer continued to see the impact of its considerable Internet investments in its U.S. online services. For example, CCH LIS has developed the Legal Compliance Services site, which features workflow tools for on demand search and filing customers (CT Advantage, LSDS and iLien Online.com). Internet revenues now account for 29% of CCH LIS's total revenues. CCH USPublishing, CCH Tax Compliance and Aspen Publishers continued to add new products to the Tax & Accounting Destination site, which was introduced in 2001. And CCH Wall Street, a destination site focused on the securities compliance market, was launched this spring.

LTB North America has completed 9 acquisitions to date in 2002. Among the most noteworthy were the recent acquisitions of Uniform Information Services, the number one provider of compliance related services for the property and casualty insurance industry in the U.S., and Intercounty Clearance Corporation, a public records provider offering UCC and corporate document services to law firms, lenders and financial institutions. Uniform Information Services was integrated into CCH US Publishing in the first quarter of this year, while Intercounty Clearance was integrated into CCH LIS during the second quarter.

Legal, Tax & Business Asia Pacific - Slightly higher revenues and the state of the

EUR million	HY1- 2002	HY1-2001	%	Organic	Acquisitions:	<b>Currencies</b>
		3 S 3 S 4 S	change	growth	។ ប្រទទិស នេះ	are, e
Revenues	32	.31	4	c n. r <b>-1</b>	. 1687 / 1986	y1209763° . <b>2</b>
Of which		医咖啡氏病 医氯乙二烷		12. 10. 15. 15.	87 87 Call	8 B. J.
electronic	1. A	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Sp. 94	A CONTRACT		Fr. S. C.
products	9	9	0	JE18041	1000	in which in
EBITDA	5	6	-19			
EBITA	4	HC 2 15 13 15	-25	-28	. 1 G W 1 37 (-10)	កាដុខ 2
EBITA	* 00 * 10 * 4**	ء ف الله		2 11 60	के निर्देश हैं। विश्वविद्याल	61771
margin %		17	1. 41 - 1	<u>:</u>	1900 - 100 M	6 P
CAPEX	1,000.2	1	* Q = 4 ( ) 1 ±		on the median with the	EST +
FTEs	500 .	er tree e			10 1 (V) 982271 G	
(average)	558	526		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	and the way to the	1.70 · · · · · · · · ·

Revenues of LTB Asia Pacific improved to EUR 32 million. Nevertheless, the cluster delivered below our expectations. Operating income (EBITA) reached EUR 4 million, a decline compared to the same period last year. The impressive growth of internet revenues could not be sustained. CCH Australia realized higher revenues, but weakening new product and book revenues had an impact on the results after a strong HY1-2001. Revenues of CCH Asia grew only marginally and were negatively influenced by the economic climate of Hong Kong and Singapore. Actions have been taken to produce stronger revenue performance and to reduce costs. LTB Asia Pacific expects to deliver much better revenues in HY2-2002 than the outcome of the half-year figures would indicate. Furthermore, the cost base will undergo a critical test.



# Health – Implement the focused growth strategy

EUR	million	HY1-2002	HY1-2001	%	Organic	Acquisitions	Currencies
12.30-1	, remuto s	ni siya pat.	kasa babalan	change	growth	1 at 1	·
Reve	enues 1)	372	99 61 1 <b>298</b>	25° - 100 (25°)	7	1.	10 1 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Of w	hich all.	JT5743 (1971)	The state of the	Parties and		N 12 14 14 15	15.1
elect	tronic 🛸	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	· '7 "	. 3m · /	\$ . B	e eg <sup>er</sup>	
prod	lucts	103	58	78			
EBIT	DA	60	° ° 54	11	. 15° km2	. <del>(1</del> 4)	
		de = 51°		9	-18	26	1
EBIT	Α	POLE #1517		1		\$2.2 h.j	
		3378 PF 114		11 14 14 1			
CAP	EXICADO	3 Kreet 2001 🔏	78004 M 9 7	ar in grand		The state of the s	*
FTE	s <sup>vere</sup> c c .	3€ชช ธฬะ <sup>6</sup> ี่	1. 1. A. 1. S. S.	្រុងជាដំប្រា	a Department	The transfer of	
(ave	rage)	2,339	2,150	2.5. 15.813	, and filter	2.5	

1) Revenues including non-core/to be divested HY1-2001: 382 million

2) TEBITA including non-core/to be divested HY1-2001975 million (1997) 1889 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1997) 1999 (1

Implementation of the cluster strategy, announced in March, is ahead of schedule and organic and acquisitions revenue growth has improved. Reorganization of the cluster into four customer-focused business units (Pharma; Medical Information Professionals, Practitioner Info en Clinical Tools), focusing firmly on the profitable health markets, is progressing nicely. By concentrating entirely on English-reading professionals in the global health market, Wolters Kluwer has positioned itself to become the leader in its selected markets. Wolters Kluwer Health will use its traditional businesses as a launch pad to expand its database and clinical tools businesses, aimed at the health market.

Revenues grew by 25% to EUR 372 million (HY1-2001: EUR 298 million). This performance was driven by improved organic growth across cluster businesses and better than assumed performance of the newly acquired Medi-Span, which is now fully integrated into Facts & Comparisons. Cluster organic growth reached 7% and operating income (EBITA) increased by 9% to EUR 51 million (HY1-2001: EUR 47 million), but almost 20% when integration costs at Ovid/SilverPlatter, and reorganization costs are eliminated.

Ovid Technologies expanded its important role as the cluster's primary online platform. Work to move content from all cluster companies to Ovid continued during the first six months. Ovid (including its add-on acquisition SilverPlatter) doubled its revenues and continued to see usage of its online system increase. It is the leader in the health market in all of the competitive measures by which it is managed: number of 'A' journals, total titles, number of publishers, number of page views, number of end-users, overall U.S. penetration, overall worldwide penetration, spend per purchaser, and spend per end-user.

Secretario en la sesa merca de la meste de la compensa de la compensa de la compensa de la compensa de la comp

Adis saw a resurgence of its business in the pharmaceutical markets and has returned to the strong growth experienced prior to last year. The addition of Medi-Span to Facts & Comparisons has required significant work on integration, but that work is now successfully completed and the company is poised to realize the benefits of this strategic acquisition. Work to reinvigorate Lippincott, Williams & Wilkins and its valuable publishing business proceeded as planned and both the company's medical and education businesses have improved their performance and have begun to develop approaches to expanding their businesses.

## Education - Broadening its customer base

EUR million	HY1- 2002	HY1- 2001	% change	Organic growth	Acquisitions	Divestments	Currencies	erspi Paroari
Revenues	120	115	4	. 4	0	. 0.	1,2 1 1 1.0;	1 - 1 - 1
Of which electronic products	6	4	39					1,635
EBITDA	13	10	30		1, 1,	3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Ī	I.
EBITA	10	7	30	29	0	2		िद्ध वह रेज
EBITA margin % CAPEX FTEs	8 6	6 5			2.5	Medical Code (1997)	Lead of gr	g.*
(average)	1,461	1,457				£1	1967 Bill 41	Parente.

Wolters Kluwer Education has been reoriented to a much more entrepreneurial business approach during the course of the last half-year. Financially, the cluster is well on track and performing above expectation, with organic sales growth at 4% (HY1-2001: 6%) and EBITA showing an increase of 30%. A certain level of phasing between HY1 and HY2 is included. to facilities.

Under the leadership of a new cluster CEO, a growth strategy was developed for the cluster. While books will continue to be the cluster's core business, emphasis will be given to broadening the business to the wider European educational market by developing innovative ways and fresh approaches to the use of books, and by targeting new product development and acquisitions at new business areas such as distance learning and electronic corporate training. This strategy envisions new customers, such as corporations (vocational), parents (testing services for children), and individuals (life long learning). Dedicated product development teams are in place at all major operations.

In furtherance of the new entrepreneurial strategy the first half-year, the cluster launched Redaktion-D, an online and interactive German language-learning product for professional use, and acquired Moorhouse Black, a provider of distance learning courses for schools, which was integrated into Nelson Thornes, our U.K. based educational publishing company.

#### Forward-Looking Statements:

This press release contains forward-looking statements. These statements may be identified by words such as 1998 1997 'expect', 'should', 'could', 'shall', and similar expressions. These statements are subject to risks and uncertainties, and actual results and events could differ materially from what is expected presently. Factors leading thereto may include without limitations general economic conditions, conditions in the markets in which Wolters Kluwer is engaged, behavior of customers, suppliers and competitors, technological developments, as well as legal and regulatory rules affecting Wolters Kluwer's businesses.

Wolters Kluwer is a multinational information services company with annual revenues of more than EUR 3.8 billion, employing 20,000 people in Europe, North America, and Asia Pacific. The company's core activities are Legal, Tax & Business, Health, and Education.

The Wolters Kluwer shares are quoted on the Euronext Amsterdam. Preliminary results will be announced in January 2003. The financial results for the year 2002 will be announced on March 11, 2003.

Internet: www.wolterskluwer.com

For more information, please contact: Press: Eric Heres, tel. +31 20 6070 335 e-mail: press@wolterskluwer.com (press)

Analysts/Investors: Annie Hull-Bom, tel. +31 20 6070 407 e-mail: ir@wolterskluwer.com (investor relations)

A CONTRACT OF A STANDARD STANDARD OF A STANDARD STANDARD

Wolters Kluwer nv, P.O. Box 75248 1070 AE Amsterdam, The Netherlands organiyan ka galiba≨

CONTRACTOR OF THE CONTRACTOR

Commence of the second of the

- 4 95°

July 12 45 5

# CONSOLIDATED PROFIT AND LOSS ACCOUNT

EUR million	HY1- 2002	HY1- 2001	
Net sales	<b>1,917</b> sass of <b>199</b> 0 documents		308
Cost of raw materials, subcontracted work		ACCED FORTH ON THE	
and other external expenses	516	475	
Personnel costs (1) A complete (1) Report Adaption	ີ ທ <b>612</b> ີ ∧ີ	570	
Depreciation		51	
Other operating expenses		368	A Company of the Comp
Total operating costs	<u>1,570</u>	1,4	<u>164</u>
Operating income before amortization of intangible fixed assets (EBITA)	7	· · · · · · · · · · · · · · · · · · ·	A 7
The state of the s		and the state of t	344
Amortization of intangible fixed assets	<u>- 174</u>	<u>1</u>	<u>149</u>
Operating income after amortization of intangible fixed assets	173	Ş⊾	195
Financing results a second a second support	y man i menain 74 m. a	a competition of the major	88
en out to progression of from the transformation of the contraction of	rost, 441 - Abetrara da Pilica da Pi	Bitto Service	4.7
Income before taxation	1975년 - 기계 (1984년 - 1985년 <b>현건</b> (1984년) 	్ జామంలో కేంద్రమైన చేస్తున్నాయి.	U <b>U</b> / ∶
l axation on income	. 11 can 1. 11 can 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	· <u>-</u>	<u>72</u>
Income after taxation anonsend of nearly no helicase	THE P. LEWIS CO., LANS. 32 (14) S.	and the morphism.	35
Minority interests was life about 8 45 years properly		الرواء في الرجم الأنجريزيون	<b>1</b> , *, :
Results on divestments (before taxation) Taxation on results on divestments, Results on divestments (after taxation)			i o o antarto. A series
,	<del></del>	<del></del> -	<u>30</u>
Net income part as was ward to be as a say that to a say the tro	- (1965년) 교육 (196 <mark>32</mark> ) (1965년) - (1973 <b>)</b> (1986년) <del>경제 (1</del> 867년)	yefe o orden od operad Norden od og <del>i jak</del>	64
Benchmark figures	<u></u>	<u> Park P. C. N. P </u>	
At			
Net sales and the control of the sales of th	1,917	n parioù e ma sinner i 1 <b>1,8</b>	08
EBITDA TO A SPACE OF STANDARD OF COMPLICATION	408	na ivanti Miline ili i <b>3</b>	95
EBITA // MANA O DEMONSO LINE LINE	347	Let any the COUNTY of the Con-	4.4
EBITA margin % Ordinary net income before amortization of intangible fixed assets	18.1%	936 977 - 1821 1. 1929 19 <b>. (</b>	1%
Ordinary net income before amortization of	ଧାର ଜଣ ଅନ୍ୟର ଜଣ ନିର୍ମିତ ହେଉଛି	mgasa mpromaca at Sili	
intangible fixed assets	104	.ಆಟ್ರ ಚರ್ಚ್ ನೀ ನಿಗ್ರಹಿಸಿ ಕ್ಷ್ಮಾ	73
EPS before amortization of intangible fixed assets	104		
and results on divestments 'fully diluted' 1)	EUD 0.66	<b>⊏11812</b>	
Reconciliation between net income and benchma	tion conemia should be also	1 96.084 6 T 391	02
(2) (1) (1) (1) (1) (2) (1) (2) (2) (3) (4) (4) (4) (4) (4) (4) (4) (4) (4) (4	the production of the contract	150 4 1 347 1 14 1	
Net income	32	and the second of the second o	64
Amortization of intangible fixed assets	174	· · · · · · · · · · · · · · · · · · ·	49
Tax on amortization	- 10 <sub>98</sub> ,	8.5 N. 1.5	10
Results on divestments (after taxation)			30
Ordinary net income before amortization of			
intangible fixed assets	Language Control of the Control of t	La contract of the contract of	T .
indigible fixed assets	194	<b>1</b> 1	73

### **CONSOLIDATED BALANCE SHEET**

EUR million	June 30, 2002		June 30, 2001	
Fixed assets Intangible fixed assets Tangible fixed assets Financial fixed assets	4,399 303 30		4,849 308 <u>31</u>	
Total fixed assets		4,732		5,188
Current assets Stocks/inventories Accounts receivable Cash and cash equivalents	217 1,005 <u>42</u>		236 959 <u>47</u>	
Total current assets	1,264		1,242	
Current liabilities	<u>- 1,340</u>		<u>- 1,796</u>	
Working capital		<u>- 76</u>		<u>- 554</u>
Capital employed		4,656		4,634
Long-term loans Subordinated bond loans Bond loans Loans from credit institutions	595 1,527 <u>55</u>		594 1,527 <u>429</u>	
Total long-term loans		2,177		2,550
Provisions		254		355
Minority interests		3		2
Convertible bond loan		700		
Perpetual cumulative subordinated bond		225		225
Shareholders' equity Issued share capital Share premium reserve Revaluation reserve Other reserves	34 93 218 952		34 91 433 <u>944</u>	
Total shareholders' equity		1,297		1,502
Total financing		4,656		4,634
Net interest bearing debt 1)		2,993		2,961
Guarantee equity 2)		2,120		2,323
Shareholders' equity to total assets		0.22		0.23
Guarantee equity to total assets		0.35		0.36

<sup>1)</sup> Defined as: sum of total long-term loans, convertible bond loan, perpetual cumulative subordinated bond, cash loans, minus cash and cash equivalents and value of related swaps and forward exchange contracts.

<sup>2)</sup> Defined as: sum of subordinated bond loans, minority interests, perpetual cumulative subordinated bond and total shareholders' equity.

# **CONSOLIDATED CASH FLOW STATEMENT**

EUR million	HY1- 2002		HY1- 2001		
Operating income before amortization of intangible fixed assets (EBITA) Depreciation	347 61		344 51		
EBITDA Autonomous movements in working capital	408 - 116		395 <u>- 63</u>		
Cash flow from operations		292		332	
Financing costs Paid corporate income tax Appropriation of reorganization provisions Other	- 77 - 79 - 17 2		- 59 - 82 - 14 <u>- 45</u>		
		<u>- 171</u>		200	
Cash flow from operating activities		121		132	
Net expenditure fixed assets Appropriation of acquisition provisions Acquisition spending Divestments of activities	- 63 - 16 - 203 0		- 60 - 25 - 342 <u>64</u>		
Cash flow investments		<u>- 282</u>		<u>- 363</u>	
Cash flow surplus/(deficit)		- 161		- 231	
Exercise of stock options Movements in long-term loans Movements in bank debts Dividend payments	2 55 2 - 92		6 252 10 - 72		
Cash flow financing		- 33		<u>196</u>	
Net cash flow		- 194		- 35	
Cash and cash equivalents as at January 1 Exchange differences on cash and cash equivalents	239 3 <u>- 3</u>		79 2		
		236		81	
Cash and cash equivalents as at June 30		42 =====		46 =====	
Benchmark figures Ordinary free cash flow Ordinary free cash flow per share 'fully diluted' 1)	El	42 JR 0.15	EUI	47 R 0.16	
Reconciliation between cash flow from operating activities and benchmark figure					
Cash flow from operating activities Net expenditure fixed assets Appropriation of acquisition provisions		121 - 63 - 16		132 - 60 - 25	
Ordinary free cash flow		42		47	
1) Based on weighted average number of shares 'fully diluted' (x mln.) 312.92				286.25	